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large field of opportunity in the study of methods of making farm work more attractive to the worker and more profitable both to the farmer and his men. For mutual profit is what results from better management.

### FARM MANAGEMENT ACTIVITIES OF COUNTY AGENTS.

The following questions and answers represent a summary of farm management work taken from the county agents' annual reports for 1920 in the 33 Northern and Western States. The first column of figures indicates the number of county agents reporting on each question, and the second column gives the total figure for all counties.

| Number<br>County<br>Agents<br>Reporting. |                                                                                                                   | Total<br>Number. |
|------------------------------------------|-------------------------------------------------------------------------------------------------------------------|------------------|
| 848                                      | Farm account books distributed.....                                                                               | 71,642           |
| 411                                      | Farmers keeping such accounts through the year.....                                                               | 19,829           |
| 441                                      | Farmers assisted in summarizing and interpreting their<br>accounts .....                                          | 11,007           |
| 209                                      | Farmers making changes in their business as result of<br>keeping accounts .....                                   | 3,213            |
| 344                                      | Other farmers adopting cropping, live-stock, or complete<br>farming systems according to recommendations.....     | 7,725            |
| 613                                      | Farms on which buildings other than homes were con-<br>structed or remodeled according to plans furnished....     | 4,119            |
| 307                                      | Farm leases drawn or modified.....                                                                                | 1,232            |
| 791                                      | Farm laborers supplied through agent or farm bureau..                                                             | 101,400          |
| 878                                      | Farmers assisted in securing tractors, sprayers, ditching<br>machines, or other machinery to economize labor..... | 6,441            |
| 110                                      | Farm Loan Associations agent assisted in organizing....                                                           | 144              |
| 28                                       | Other credit associations agent assisted in organizing....                                                        | 76               |
| 117                                      | Farmers involved in the two previous questions.....                                                               | 7,586            |

It should be noted that there was a total of about 1,150 county agents employed but that only a part of the agents reported on each question due either to having done no work along the line indicated or because data were not available with which to answer the question. In many states bankers are now coöperating by distributing farm account books free to farmers. The total number of books distributed from these two sources is far in excess of that reported by county agents.

H. C. M. CASE.